Mystery Ranch
Talking Points
Montana State Legislature
Listening Session
Job in Montana

25 Seconds Welcome...Accolades' and greetings...

**53 Seconds** Mystery Ranch...Representing D and R owners... Short History

25 Seconds Committed to World Headquarters – Here in Bozeman Worked with City of Bozeman with their new economic Development Committee and their personal representative Brit Fortenau

25 Seconds 2000 ... Birth of Mystery Ranch...

Packs for customers who wear them to work everyday
Best for Load Dynamics--- Fool Proof
Guaranteed construction...Life time warranty
Growth in Orders and business in Last 3 year

## 15 Second Transition

25 Seconds To get where we are today...

Our best resource is our work force
Train our own people to our own standards...
Engaged workforce makes a productive and motivated group
Let them know that they are important to our process and what
They do really counts...
Competitive wage with Health Plan and benefits
We are responsible to our workforce

20 Seconds Our success is measured in 3 facts...We do not have to advertise our product
We do not have to advertise for help...
We have growth world wide in all our
Product areas...

Our Products and work place speak for them selves...

### 15 Second Transition

You invited business owners to speak today ... Thank you... Here is Mystery Ranch input

#### 20 Seconds

Please do not get into changing the rules of the Game...we currently have a Solid set of rules to plan by...If you change them it only gets more Difficult to provide a product at a profit that we can be responsible To our work force in the community we operate in...

At the Ranch ... If you are in the way of a charging bull and you do not move ...

1. Stay out of our way....

#### 1 Minute

- Please research all legislation (Read) to make sure it has a positive effect on small Montana Businesses. Keep changes positive...
- Reach out to us if you need information or have any questions to help you reach a decision on legislation that affect us..
- You have the ability to open up Interstate competition for Health Insurance... Just like auto insurance... Why not
- Give us room to grow...Listen to your local manufacturers ...

## 1 Minute

- Legislation that gives unfunded mandates to local governments can really have devastating results...
- Do not pass legislation that has questionable or insurmountable consequences on our work force... or our business...
- Get the Property Tax mess corrected.... Valuing property on like sales event that took place in 2008 is not accurate and does not reflect any thing close to reality... Every business must own or lease property... We need a firm base to operate from...
- Avoid legislation that provides Targeted Tax issues or Temporary Tax Holidays... Our experience is they are a nightmare...

#### 27 Seconds

Currently....Mystery Ranch is adding acres....

- We are moving to our new World Headquarters
- With a labor force of 70...We started with 21 in 2006 Projected to grow to 100 by fall
- Annual payroll 3.1 mill

## 15 Seconds

Working on Second location in Park County...

- The City Livingstone has invited us to locate a second plant in Park County
- We are working with All State and Federal government entities, MRL, Dept of Labor, Governor's office of Economic Development and the local work force
- Scheduled to be on line late in 2011 or early 2012.
- It will provide about 50 jobs...
- Annual payroll 1.6 mil

# 20+ Seconds

We invite you to visit the Ranch by contacting us. We will have you in for a tour and friendly discussion over lunch...

Also join us at the one the world's best web sites... mysteryranch.com
View our story and products
Travel with our outside sales reps on their adventures with our product
See the reports from the thousands of happy customers
RANT along with the world at Mystery Ranch Rants...

Best of all Enjoy life to its fullest never forgetting
We live in one of the best places on the globe

Thank you for your interest and time to listen ...
The Ranch Hands at Mystery Ranch...